

## Identify the Problem that I'm facing

- Factory Line:
  - When does it start to have Problems?
    - -> Day Planning
    - -> Only doing Outreach every Day
- 1. Problem: Bad Time Management
- 2. What factors contribute to Bad Time Management (cause-effect)
  - a. bad sleep
  - b. no focus
  - c. not knowing what to do
  - d. My brain is telling me to do cheap dopamine
  - e. being overwhelmed
  - f. not planning the day right
  - g. can't do anything except outreach because no client
- 3. Review the Schedule for a few days (don't have it for 3-4 days)
- 4. Okay, my time management is bad
  - a. Why?
    - i. Because I'm not planning the day right
  - b. Why?
    - i. Because I forget to do it
  - c. Why?
    - i. Because I'm tired and want to go to sleep
  - d. Why?
    - i. Because I worked hard but did nothing
  - e. Why?
    - i. Because of my Lack of Knowledge in Outreach (that's the first thing I have to do)
  - f. Why?
    - i. Because my Outreach is bad and I don't get responses to it
  - g. Why?
    - i. Because I do some things wrong, don't know which ones are
  - h. Why?
    - i. I didn't ask in the Chat, watched the videos again
  - i. Why?
    - i. I think it is a time waste to wait or watch so long
  - j. Why?
    - i. Because I think I can do more without watching them
  - k. Why?
    - i. Because that makes no fucking sense
  - l. Why?
    - i. I found the Solution.

5. Root Cause of Bad Time Management:

- a. -> Lack of Outreach Skill
- b. -> Think it is a time waste to watch videos again/ask the chat
- c. -> I think I can do more out of it
- d. -> I can't do more out of my Day than outreach
- e. -> Doing "hard work" instead of learning it right

6. Solution:

- Watch the videos of Arno again, make a good outreach, get a Client, and do more out of my day.